

Message Text

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ACTION XMB-04

INFO OCT-01 AF-10 ISO-00 EB-08 TRSE-00 NSCE-00 CIAE-00
INR-07 NSAE-00 HA-05 FAA-00 DOTE-00 DODE-00 SSO-00
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O R 191130Z DEC 77
FM AMEMBASSY CONAKRY
TO SECSTATE WASHDC IMMEDIATE 3819
INFO USDOC WASHDC

C O N F I D E N T I A L CONAKRY 2365

AF FOR MOOSE FROM CROSBY, DEPT PASS EXIM BANK

E.O. 11652: GDS
TAGS: EGEN, EAIR, SHUM, GV
SUBJECT: GOG APPLICATION FOR EXIMBANK CREDIT FOR BOEING PURCHASE

REF: A. STATE 300567; B. CONAKRY 2366

1. SUMMARY: BELIEVE EXIM REJECTION OF GOG BOEING CREDIT APPLICATION WITHOUT EXPLANATION WOULD PRODUCE HARMFUL REACTION HERE, THREATENING POSITIVE TREND OF US/GUINEAN RELATIONS. REQUEST DEPARTMENT, EXIM BANK AND DEPARTMENT OF COMMERCE REEXAMINE BOEING APPLICATION IN LIGHT OF FULL RANGE OF ECONOMIC AND POLITICAL CONSIDERATIONS EMBASSY BELIEVES ARE RELEVANT (SEPTTEL), AND REQUEST EMBASSY BE GIVEN SPECIFICS OF PROBLEM AND AUTHORIZATION DISCUSS THEM AND SEEK RESOLUTION WITH GOG. THIS KIND OF INVOLVEMENT SHOULD PROVIDE BEST OPPORTUNITY FOR HIGH-LEVEL CONTACT WITH GOG, GENERATION OF UNDERSTANDING OF MUTUAL PROBLEMS, AND PERHAPS EVEN PROGRESS ON HUMAN RIGHTS. END SUMMARY.

2. AS REF A APPEARS SIMPLY TO HAVE BEEN TRANSMITTED ON BEHALF EXIM AND DOES NOT REFLECT INPUT FROM STATE, WOULD GREATLY APPRECIATE REEXAMINATION OF BASIC DECISION
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AND OF MANNER IN WHICH CASE SHOULD BE HANDLED IF INDEED DECISION MUST STILL BE NEGATIVE.

3. SINCE ARRIVAL IN CONAKRY, I HAVE FOUND POLITICAL ATMOSPHERE AND ECONOMIC SITUATION MORE FAVORABLE THAN EXPECTED. SEKOU TOURE'S REFUSAL TO LET SOVIET AN-22'S PASS THROUGH CONAKRY TO ETHIOPIA IS FURTHER EVIDENCE OF GOG'S

CURRENT WILLINGNESS TO BE RESPONSIVE TO U.S. INTERESTS. WOULD LIKE TO ENSURE BOEING DECISION REFLECTS UP-TO-DATE ANALYSIS AND WEIGHS FULL RANGE OF CONSIDERATIONS INVOLVED. IN TALKS WITH MINTRADE ABDOULAYE TOURE AND OTHERS, GUINEANS HAVE UNDERScoreD IMPORTANCE THEY ATTACH TO 737 PURCHASE, WHICH REPRESENTS KEY ELEMENT IN CURRENT ECONOMIC OPENING TO THE WEST AND REFLECTS EFFORT TO ESCAPE FROM SOVIET MONOPOLY CONTROL OF AVIATION SECTOR. CURT, TWO-LINE REJECTION BY EXIM WITHOUT ANY ATTEMPT AT EXPLANATION WOULD STUN GOG LEADERSHIP (WHICH DOES NOT EXPECT DECISION FOR SEVARAD WEEKS IN ANY EVENT) AND WOULD BE SEEN AS ARBITRARY DECISION REFLECTING, AT BEST, USG DISINTEREST IN GUINEAN PROBLEMS AND ASPIRATIONS. SENIOR GUINEANS HAVE TOLD ME THAT COMPILATION OF FULL DATA TO SUPPORT 737 FINANCING IS WELL ALONG; THEY WILL BE SHOCKED IF DECISION IS SEEN TO BE TAKEN BEFORE THEY HAVE BEEN ABLE TO MAKE FULL PRESENTATION.

4. BEGINNING WITH MY FIRST OFFICIAL CALL, I HAVE EM-PHASIZED POSSIBILITIES OF MUTUALLY BENEFICIAL COOPERATION AND AT SAME TIME PRESSED THE NEED FOR DISCUSSION OF HUMAN-RIGHTS ISSUE. GOG HAS BEEN RESPONSIVE, AND I BELIEVE A MODEST BEGINNING HAS BEEN MADE. BEST POSSI-BILITY FOR FURTHER PROGRESS APPEARS TO LIE IN POSTURE OF COOPERATION AND COMMUNICATION, NOT ADVERSARY RELATIONSHIP. REGARDLESS OF ULTIMATE DECISION ON BOEING, BELIEVE IT CONFIDENTIAL

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IMPORTANT THAT EMBASSY GET INTO SUBSTANCE OF CASE WITH GOG AND BE SEEN TO TRY TO UNDERSTAND THEIR POSITION AND REPRESENT IT CONSTRUCTIVELY WITH USG. IN PROCESS OF DISCUSSING PROBLEMS SEEN FROM WASHINGTON, IT MIGHT BE POSSIBLE FOR US TO ELICIT SOME OF PERENNIALY ELUSIVE GUINEAN FINAN-CIAL AND ECONOMIC DATA AND PERHAPS ALSO TO GET A POSITIVE COMMITMENT RE EARMARKING OF FOREIGN EXCHANGE TO ENSURE BOEING REPAYMENT. IF ABOVE EFFORTS PROVE FRUITLESS AND DEAD END IS REACHED, GOG WILL AT LEAST COMPREHEND REASONS FOR IT AND WILL NOT FEEL IT HAS BEEN REJECTED OUT-OF-HAND.

5. ACTION REQUESTED: IN LIGHT ABOVE CONSIDERATIONS,

A) REQUEST DEPARTMENT'S AGREEMENT THAT WE TAKE NO RPT NO ACTION ON REF A;

B) REQUEST DEPARTMENT, EXIM AND DOC REEXAMINE BOEING APPLICATION, TAKING INTO CONSIDERATION FACTORS OUTLINED IN REFTEL B; AND

C) IN ANY EVENT, REQUEST WE BE GIVEN SPECIFICS OF

PROBLEM AND AUTHORIZATION DISCUSS THEM AND SEEK RESOLUTION
WITH GOG AS SUGGESTED PARA 4 ABOVE.

6. COMMENT: APPROACH AND ATMOSPHERICS COUNT A GREAT
DEAL IN AFRICA, AND GUINEA IS NO EXCEPTION. SINCE MY
ARRIVAL, GOG LEADERSHIP, FROM TOP DOWN, HAS GONE TO
SPECIAL LENGTHS TO MAKE CLEAR THEY WANT TO MAKE A NEW
START WITH THE US, THEY AGREE IDEOLOGICAL DIFFERENCES SHOULD
REPRESENT NO BAR TO WIDER COOPERATION, *ND THEY BELIEVE
THEIR SOVIET-RIDDEN ECONOMY COULD BENEFIT SUBSTANTIALLY
FROM US TECHNOLOGY AND ECONOMIC COOPERATION. THEY VIEW
THIS AS A RELATIONSHIP THAT SHOULD BE MUTUALLY BENEFICIAL,
AND I BELIEVE THEY ARE SUFFICIENTLY INTERESTED THAT THEY
MIGHT GIVE PRIORITY ALLOCATION OF FOREIGN
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EXCHANGE FOR REPAYMENT OF BOEING AND OTHER DEBTS TO US.
MINTRADE TOURE TOLD ME EXPLICITLY DEC. 15 THAT HE
APPRECIATED IMPORTANCE US ATTACHES TO PAYMENT OF DEBTS ON
TIME AND HE INTENDS TO ENSURE THIS. HE ASKED US TO INFORM
HIM OF ANY SLIPPAGES AND SAID HE WOULD MAKE SURE THEY WERE
CORRECTED. WITH REGARD TO HUMAN RIGHTS, THE FISH
MUST BE PLAYED CAREFULLY, USING ALL THE RESOURCES AT
OUR DISPOSAL; IT WILL NOT BE BROUGHT TO THE BOAT BY
CUTTING THE LINE.
CROSBY

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NNN

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Sent Date: 19-Dec-1977 12:00:00 am
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